



## **Analyst & Investor Presentation** Preliminary Results 2007

Presented by:

Adrian Bradshaw: Non-Executive Chairman

Eugene Blaine: Managing Director

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8 April 2008



## Agenda

- **Trading Highlights - 2007**
- **Preliminary Results - 2007**
- **Operating Highlights – 2007**
- **Customer Base**
- **R&D Update**
- **Product Range**
- **Strategy 2008**
- **Market Outlook**



## Trading Highlights - 2007

*“Our prime objective for 2007 was to achieve consistent profitable trading, and generate moderate growth sustained by a maturing PPM marketplace where Atlantic Global has become established as an industry leader.”*

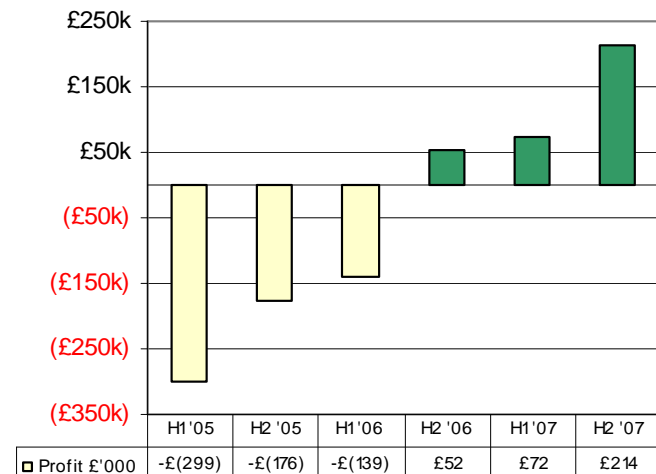
- 17% increase in turnover £2,303,000 (2006: £1,961,000)
  - License revenue up 9% to £728,000 (31 December 2006: £665,000)
  - Maintenance revenue down 1% to £730,000 (31 December 2006: £736,000)
  - Services revenue up 51% to £845,000 (31 December 2006: £560,000)
- Profit before tax £286,000 (2006 Loss: £51,000)
- Strong balance sheet
  - Net cash 31 December 2007 £1,546,000 (31 December 2006: £1,600,000), which has increased to £2,010,000 at the end of Q1 2008
  - Debtors 31 December 2007 £1,282,000 (31 December 2006: £608,000)



## Preliminary Results - 2007

|  | Period Ended |              |
|--|--------------|--------------|
|  | 31-Dec-07    | 31-Dec-06    |
| Turnover (£)                           | 2,303,000    | 1,961,000    |
| Profit (Loss) before Tax (£)           | 286,000      | (51,000)     |
| Adjusted earnings / (Loss) per share   | 1.20 pence   | (0.23) pence |
| Dividend pence per share               | 0.30 pence   | 0.00 pence   |
| Net cash balance (£)                   | 1,546,000    | 1,600,000    |
| Net cash from operating activities (£) | (126,000)    | 2,000        |
| Debtors balance (£)                    | 1,282,000    | 608,000      |
| Sales & Marketing Cost (£)             | 743,000      | 689,000      |
| Supported Software Seats               | 40,000       | 37,000       |

Profit / Loss before tax £'000



|                                  | H2 - 2007 | H1 - 2007 | H2 - 2006 | H1 - 2006 |
|----------------------------------|-----------|-----------|-----------|-----------|
| Return to Profitable trading (£) | 214,000   | 72,000    | 52,000    | (139,000) |



## Operating Highlights - 2007

- New Customers

National Assembly of Wales (Government), Oxford Strategic Marketing (Marketing), Affinity (Telecommunications), Oxford Pharmaceutical Sciences (Pharmaceutical), TRL Technology – L3 (Defence), Syne qua non (Pharmaceutical), Bank of Tokyo (Banking), Capita National Strategies (Services), Stepstone (Services), Trader Media (Publishing), The British Library (Services)

- Increased sales and marketing expenditure to £743,000 (2006: £689,000)
- Maintained R&D spend £336,000 (2006: £329,000)
- Significant operational and cost saving efficiencies achieved, benefiting 2008 and beyond
- Solid progress with the Next Generation of our Software (Latest Technologies, Hosted, SaaS)



Customer Base

| GOVERNMENT /SERVICES   | FINANCIAL AND PROFESSIONAL SERVICES  | TECHNOLOGY /IT Services  | TELECOMS   | PHARMACEUTICAL   |
|--|--|--|--|--|
|         |          |          |       |      |

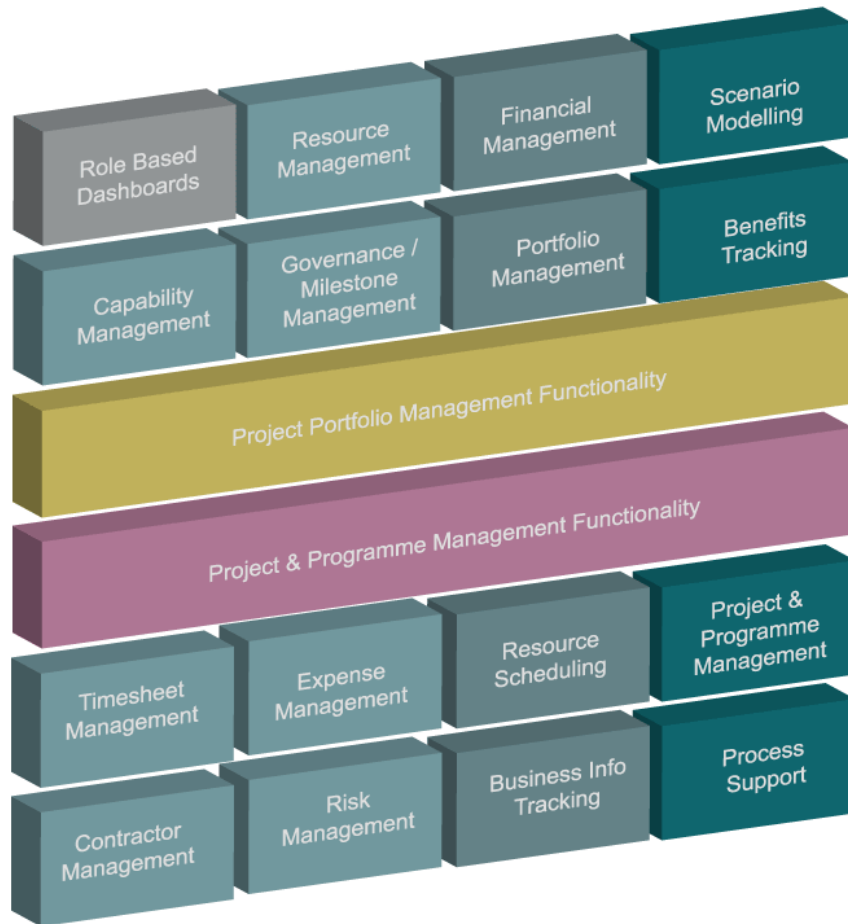


## Product Update – Additional delivery models

- Released Atlantic Global Solutions 12 during 2007.
- Next major release of our software scheduled for Q3 2008 (includes over two years R&D effort)
- New product creates new Intellectual Property and will allow additional delivery methods
  - Client hosted – Atlantic Global Solutions software installed on the clients hardware and infrastructure
  - Hosted - Atlantic Global will provide software and hardware on a per client basis, charged annually
  - Software as a Service (SaaS) – Atlantic Global will provide software and hardware in a multi-tenancy environment, providing economies of scale, charged on a monthly subscription basis
- The new software will include additional functionality and be both multi-lingual and multi-currency, with an improved user interface capable of the scalability required for delivery as SaaS
- SaaS will enable SMEs to be able to benefit from our software in a cost effective manner, with no additional server hardware / software or support costs
- Hosting individual clients and SaaS will provide Atlantic Global with the ability to simplify and shorten the sales engagement cycle and make the software available over the internet to all geographical areas around the world
- Product enhancements will begin to contribute revenue during the Second Half of 2008



## Product Range



### Fully Integrated PPM Solution

- Portfolio Management
- Programme Management
- Project Management
- Demand Management
- Financial Management
- Resource Management
- Time / Expense Management
- Risk/Issue Management
- Contractor Management
- Process Support
- Benefits Tracking



## Strategy - 2008

- Change of Group strategy and appointment of Adrian Bradshaw as Chairman
- Looking to significantly increase the size of the Group's footprint by acquisitions within the software market
- Return to the Company's progressive dividend policy, paying 0.3 pence per share
- Introduce new software delivery capability during 2008, via enhanced hosting and Software as a Service (SaaS) – facilitated by release of New Core Product Suite
- Potential share Buy-back of Company shares to enhance shareholder value



## Market Outlook

### **Gartner** *(Leading global software analyst)*

Atlantic Global has progressed on both accounts - "ability to execute and in terms of completeness of vision."

"Atlantic Global's product, Corporate Vision, lets users flexibly model and change organizational and project structures, and roll reporting up into programs at various organizational levels so managers get reports relevant to them. For time reporting, the browser-based tool is reportedly easy to deploy and requires virtually no training. Atlantic Global has few customers outside of its U.K. base; however, it is well-positioned for growth in that base."

**Source: Gartner PPM Magic Quadrant – June 2007**



"We continue to invest in and build the Atlantic Global group (the "Group"), with new generation software products being implemented and launched this year. I believe that the Group is well placed to achieve another year of continued growth of profits."

"The new software will include much additional functionality including being multi lingual and multi-currency, with a new and improved user interface and capable of the scalability required for delivery as SaaS. "

**Source: Chairman's Statement – April 2008**